

Message Text

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ACTION EUR-12

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TO SECSTATE WASHDC 0703
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LIMITED OFFICIAL USE MOSCOW 7480

E.O. 11652: N/A

TAGS: EEWT, UR

SUBJECT: AGRICULTURAL TRACTOR COMPLEX PLANNED FOR TAMBOV,USSR

USDOC FOR BEWT/USSR AND TDAD

1. GOULD, INC. REPS HELD PRELIMINARY DISCUSSIONS MAY 30
RE POSSIBLE MACHINERY SALE FOR BEARING PLANT IN TAMBOV, RSFSR.
V/O METALLURGIMPORT REQUESTED COMPANY TO SUBMIT PROPOSAL FOR
FOUR-FIVE CASTING LINES AND ELECTROPLATING EQUIPMENT FOR
MANUFACTURE OF ENGINE BEARINGS. POTENTIAL DEAL LARGER THAN
GOULD'S RECENT \$47 MILLION CONTRACT WITH V/O STANKOIMPORT TO
PROVIDE TWO LINES OF SIMILAR EQUIPMENT TO DIMITROVGRAD
PLANT BUT EXCLUDES MACHINING EQUIPMENT ORDER FOR DIMITROVGRAD.
THIS DELETION PROBABLY RESPONSIBLE FOR SHIFT OF ACTION
RESPONSIBILITY ON SOVIET SIDE FROM STANKOIMPORT TO
METALLURGIMPORT.

2. GULD REPS UNDERSTAND BEARING PLANT WILL BE PART OF
LARGE COMPLEX PRODUCING AGRICULTURAL TRACTORS. ACCORDING TO
METALLURGIMPORT, EQUIPMENT NEEDED FOR INSTALLATION IN EARLY
1977, BUT GOULD EXPECTS SLIPPAGE. DIMITROVGRAD CONTRACT REQUIRED
SIX YEARS TO NEGOTIATE, AND GOULD MUST NOW START OVER WITH
ANOTHER FTO.
STOESSEL

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Message Attributes

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